

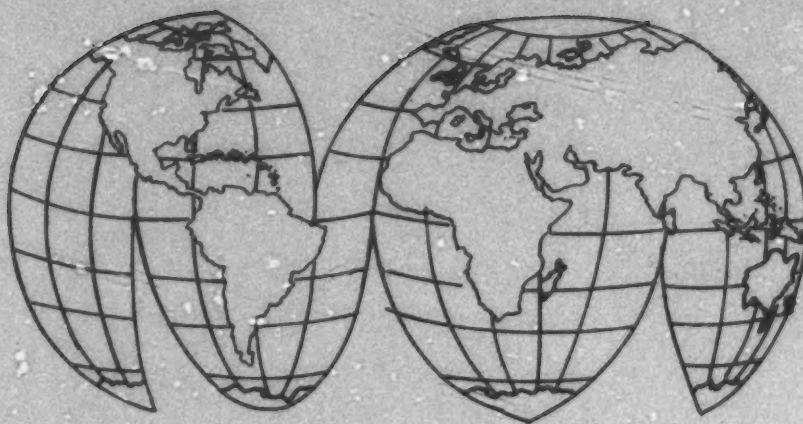
In 8/Va.

INTERNATIONAL TRADE

STATE AND LOCAL Resource Directory

1988-1989

Virginia



U. S. Small Business Administration

Office of International Trade/Office of Business Development

SBA-1.13/4;

READER
FICHE

best copy available

INTERNATIONAL TRADE

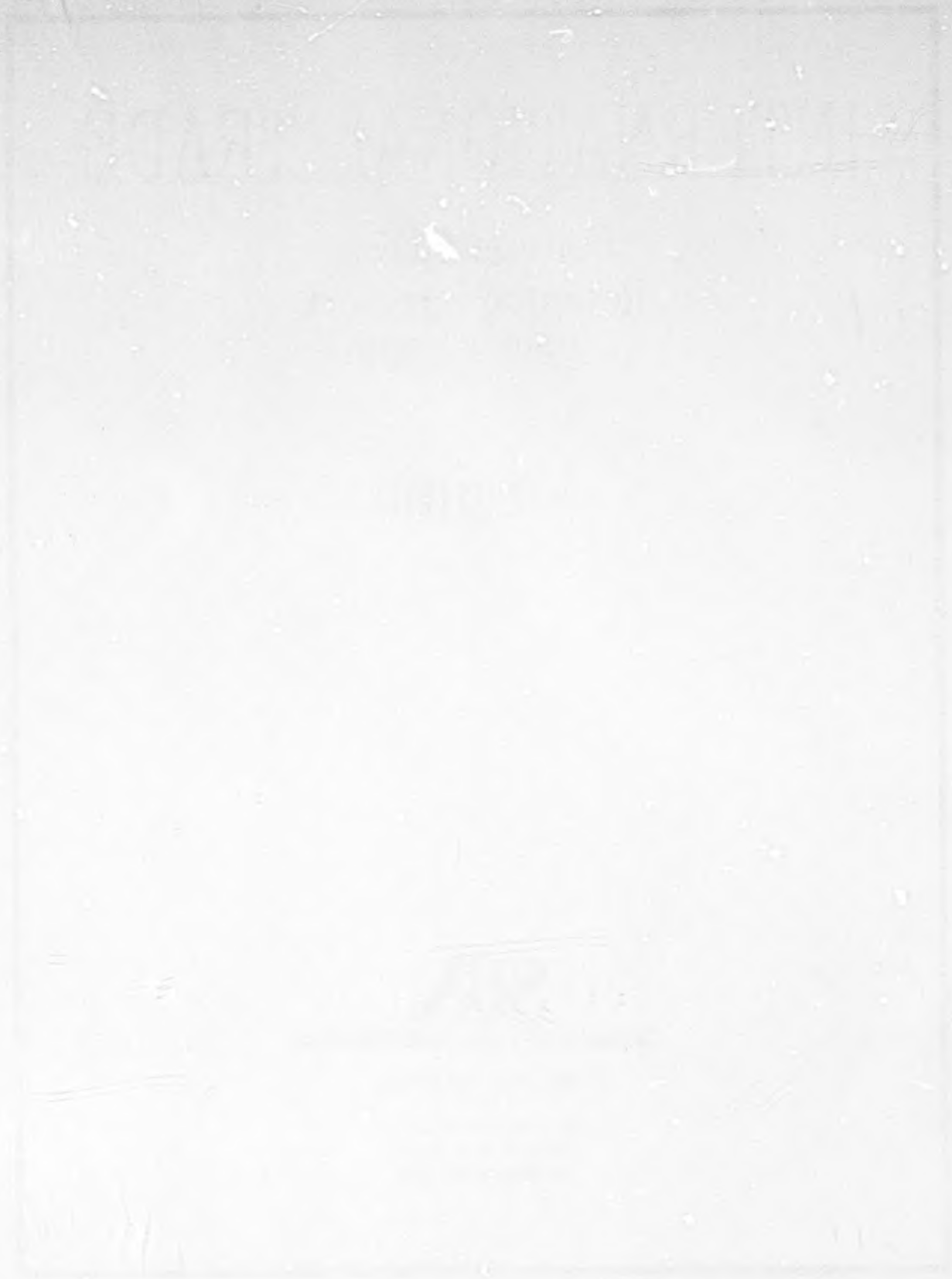
State and Local
Resource Directory
1988 - 1989

Virginia

SBA

U.S. SMALL BUSINESS ADMINISTRATION

Office of International Trade
&
Office of Business Development
1441 L. Street Northwest
Washington, DC 20416



FOREWORD

In today's world of growing economic interdependence, the role of the international marketplace is becoming increasingly important to American business. The world market represents more than just a vast field of opportunity for many manufacturers and service firms. With increased foreign competition, exporting may actually in many cases be necessary for long-term success of a business.

At present, the United States is experiencing an unfavorable balance of international trade. As part of the U.S. strategy to correct this situation, the U.S. Small Business Administration has targeted export expansion as a high priority. The role which small business can play in the world market is significant. There are thousands of American firms with the potential to export which do not yet do so, and many others which export on a small scale but which have not yet reached their full export potential. However, breaking into the export market is often perceived as too complex and difficult, and potential is left untapped.

There are numerous programs at the state and local level which provide assistance to the potential or beginning exporter. Many service firms are also in the business of export assistance, such as banks, export management companies, consultants and international freight forwarders.

The U.S. Small Business Administration is pleased to be able to present this International Trade State and Local Resource Directory for the State of Virginia. Used in conjunction with the Exporter's Guide to Federal Resources for Small Business, this directory should provide a small business with the ability to locate and exploit the various forms of export assistance available. With such assistance, the process of entering the export market or expanding existing exports can be made considerably easier.

Small businesses are also encouraged to contact the nearest offices of the U.S. Small Business Administration and the U.S. Department of Commerce, International Trade Administration. Both agencies provide numerous programs and services for export assistance, and their local offices are listed at the beginning of this directory.

The U.S. Small Business Administration is dedicated to assisting small businesses enter the international marketplace. Exporting means increased business and profits for small business, more jobs for all Americans, and reduction of our national trade deficit. Together, we can help improve America's balance of trade and economic vitality.

PREFACE

Every effort has been made to make this directory as accurate, complete and up-to-date as possible. However, the U.S. Small Business Administration accepts no responsibility for any inaccuracies or omissions, which are of a purely inadvertent nature. Any changes or omissions should be brought to the attention of the Small Business Administration (SBA), which will seek to include them in future editions of this directory. Changes or additions can be made using the form at the end of this directory and should be addressed to:

U.S. Small Business Administration
Office of International Trade
1441 L Street NW, Room 501A
Washington, DC 20416

The inclusion of an organization or firm in this directory does not in any way constitute an overt or implied endorsement by the U.S. Small Business Administration or any other government agency. Names, addresses and information are provided for reference purposes only. The SBA assumes no responsibility for business transactions conducted with firms listed.

Acknowledgements: This directory was compiled by René BeBeau of the Office of International Trade. Major contributions were made by W.E. Poe of the Richmond District Office. The International Trade State and Local Resource Directory series was managed by René BeBeau, under the leadership of Sheryl J. Swed, Director, Office of International Trade.

TABLE OF CONTENTS

	Page
U.S. SBA and U.S. Department of Commerce Local Offices	4
State Agencies	5
Port Authorities	6
Chambers of Commerce	7
Private/Other Organizations	8
Foreign Embassies	11
Banks With International Departments	18
Export Management Companies/Export Trading Companies	20
International Trade Consultants	28
Legal Consultants -- Law Firms With International Departments	32
Custom House Brokers/International Freight Forwarders	33
Export Packing & Crating	39
Export-Related Insurance	40
Translation Services	41

U.S. SMALL BUSINESS ADMINISTRATION AND U.S. DEPARTMENT OF COMMERCE LOCAL OFFICES

The local offices of the SBA and the U.S. Department of Commerce are two of the first places a current or potential small business exporter should look for assistance. Both agencies offer a variety of services.

Services provided by the SBA include educational seminars and conferences on exporting, financial assistance, and initial market studies through the Export Information System. The Service Corps of Retired Executives (SCORE) provides one-on-one counseling by retired executives with years of business and international experience. Counseling and other export assistance is also available through SBA's cooperative effort with the Small Business Development Center (SBDC) and Small Business Institute (SBI) networks, located at numerous colleges and universities. In cooperation with the Federal Bar Association, the SBA can also provide initial legal consulting on exporting.

The U.S. Department of Commerce offers a wide range of valuable information for exporters. Through its many overseas offices, the Department of Commerce can provide in-depth information on overseas markets, uncover trade leads, and develop overseas contacts. It can research the export potential of a particular product. The Department of Commerce conducts overseas trade missions and catalog exhibitions, and assists firms participating in overseas trade shows. It also conducts export seminars and workshops, often in cooperation with the SBA.

U.S. Small Business Administration
Federal Building, Room 3015
400 N. Eighth Street
P.O. Box 10126
Richmond, VA 23240
(804) 771-2765

U.S. Department of Commerce
International Trade Administration
8010 Federal Building
400 N. Eighth Street
Richmond, VA 23240
(804) 771-2246

STATE AGENCIES

The following listing includes state agencies involved in international trade. Listings are accompanied by a description of the international trade services offered (Note: state-run port authorities are listed under a separate heading).

Virginia Department of Economic Development
International Marketing Division
1000 Washington Building
Richmond, VA 23219
(804) 786-3791

The Department of Economic Development promotes Virginia exports by assisting in marketing strategies, conducting special licensing and joint venture programs, and by cosponsoring trade shows. The Department also assists in locating overseas markets.

PORT AUTHORITIES

In addition to packing and shipping, port authorities provide general information on exporting and importing, potential foreign markets, buyers and representatives, and overseas projects.

In cases where port authorities offer special services for exporters, that information is included below.

Norfolk Port and Industrial Authority
Norfolk International Airport
Norfolk, VA 23502
(804) 857-3351

Virginia Port Authority
600 World Trade Center
Norfolk, VA 23510
(804) 623-8000
TWX: 710-881-1231

The Virginia Port Authority assists Virginia firms with exporting, promotes expansion of Virginia exports, and maintains liaison with government agencies involved with international trade.

CHAMBERS OF COMMERCE

Some chambers of commerce are actively involved in the promotion of international trade. In cases where chambers of commerce offer international trade services, they are listed below, along with a summary, where available, of services provided.

Charlottesville

Charlottesville-Albemarle Chamber
of Commerce
P.O. Box 1564
Charlottesville, VA 22902
(804) 295-3141

City of Fairfax Chamber of Commerce
10856 Main Street
Fairfax, VA 22030
(703) 591-5550

Greater Manassas Chamber of Commerce
P.O. Box 495
Manassas, VA 22110
(703) 379-4813

Norfolk

Norfolk Chamber of Commerce
420 Bank Street
Norfolk, VA 23501
(804) 622-2312

Peninsula Chamber of Commerce
1800 W. Mercury Blvd.
Hampton, VA 23666
(804) 838-4182

Winchester

Winchester-Fredrick County Chamber
of Commerce
2 N. Cameron Street
Winchester, VA 22601
(703) 662-4118

Richmond

Metropolitan Richmond Chamber
of Commerce
201 E. Franklin Street
Richmond, VA 23219
(804) 648-1234

Virginia State Chamber of Commerce
9 South 5th Street
Richmond, VA 23219
(804) 644-1607

Washington, DC Area (Northern Virginia)

Arlington Chamber of Commerce
4600 N. Fairfax Drive
Arlington, VA 22203
(703) 525-2400

PRIVATE/OTHER ORGANIZATIONS

The following listing includes various organizations, such as international trade associations, which provide services for exporters. Such associations often provide educational programs on international trade, conduct meetings with guest speakers, work to stimulate interest in international trade, and provide networking opportunities, among other services. Organizations are listed by metropolitan area, and descriptions of services are included where available.

Norfolk

Virginia Center for World Trade
6900 World Trade Center
Norfolk, VA 23510
(804) 446-4849

The Virginia Center for World Trade works to expand exports, help improve the competitiveness of Virginia firms, and to attract foreign investment to Virginia.

Richmond

United States Third World Trade Council, Ltd.
1001 E. Main Street, Suite 20
Richmond, VA 23219
(804) 232-8082

The Council, a non-profit organization, works to promote trade, investment and tourism between the U.S. and the developing countries.

Virginia District Export Council
c/o U.S. Department of Commerce
International Trade Administration
8010 Federal Building
400 N. Eighth Street
P.O. Box 10190
Richmond, VA 23240
(804) 771-2246
(800) 336-9681

The Virginia District Export Council is one of 51 District Export Councils nationwide. These Councils operate under the guidance of the U.S. Department of Commerce. The membership of the Council, which is appointed by the Secretary of Commerce, consists of district leaders in commerce, industry, academia and local governments with close association with international trade. The basic mission of the Councils is to work with the Commerce Department's district offices to promote international trade. The Councils assist in sponsoring workshops and seminars on exporting, and help

arrange export counseling for potential or beginning exporters. The Councils also serve to provide the Commerce Department with the business community's views on international trade issues.

The Virginia District Export Council also operates the Export Information Exchange Service, which provides current data on overseas markets.

Washington, DC Area (Northern Virginia)

American Translators Association — National Capital Area Chapter
1309 N. Darville Street
Arlington, VA 22201
(703) 243-4743

The Association can provide referrals for firms seeking the services of a translator.

Institute For International Development
354 Maple Avenue West
Vienna, VA 22108
(703) 281-5040

International Trade Association of Northern Virginia
P.O. Box 2982
Reston, VA 22090-0982
(703) 860-8795

The Association offers lectures, speakers and educational programs in the international trade and business arena. ITANV programs and services reach over 1000 Metropolitan Washington trade executives, bankers, lawyers, diplomats, consultants, international corporations, government officials and academicians. Through monthly speakers, luncheons and programs, the ITANV addresses practical topics in international trade and finance. Information is gained from individuals with hands-on experience in foreign countries. Programs are offered to better understand developments in law and policy which affect international business.

Members receive the association newsletter and the annual membership directory, as well as notices to luncheons, seminars and special events. The ITANV has a variety of committees related to specific areas of interest which will benefit the individual needs of each member.

National Association of Credit Management—National Capital Region
6216 Old Keene Mill Court
Springfield, VA 22152
(703) 569-7000

NACM is the world's largest credit organization, operating through 73 affiliated credit associations in North America, England, and western Europe. Via its offices, commercial credit reports can be requested on any business activity in the free world.

Some of NACM-NCR's objectives are to provide current, reliable and complete credit information on businesses in this area and across the country, to assure prompt collection of delinquent commercial accounts, and to provide the credit profession with educational seminars and workshops as well as publications that cover all aspects of credit management.

FCIB (Finance, Credit and International Business), an international arm of NACM, sponsors groups and roundtables on foreign commercial credit information and has collection capabilities for foreign delinquent accounts.

Washington D.C. Customhouse Brokers & Forwarders Association
c/o G. Cosimano, Inc.
P.O. Box 17092
Dulles International Airport
Washington, DC 20041
(703) 471-9824

The Association can provide referrals for firms seeking the services of a custom house broker or international freight forwarder.

World Trade Center Washington
1101 King Street, Suite 700
Alexandria, VA 22314
(202) 955-6164
TWX: 510-600-4086 WTC WASH

The Washington World Trade Center offers numerous services to tenants and members of the World Trade Center Association. These services include: trade information, educational programs on exporting, telex and facsimile services, translation services, trade missions, and computerized database information.

FOREIGN EMBASSIES

Generally, the embassies that are the most helpful are those with commercial liaison offices. They provide general information about doing business in their countries and offer assistance to U.S. firms seeking names of overseas sources of supply. They may also be able to provide background reports on firms located in their home countries and assistance in translation, particularly for those U.S. firms interested in purchasing products from their home country. A country's embassy can direct an inquiry to the out-of-state consulate or the in-state honorary consulate with responsibility for Virginia.

Afghanistan, Democratic Republic of
2341 Wyoming Avenue NW
Washington, DC 20008
(202) 234-3770

Algeria, Democratic Republic of
2118 Kalorama Road NW
Washington, DC 20007
(202) 328-5300

Antigua and Barbuda
3400 International Drive NW
Washington, DC 20008
(202) 362-5122

Argentina Republic
1600 New Hampshire Avenue NW
Washington, DC 20009
(202) 939-6400

Australia
1601 Massachusetts Avenue NW
Washington, DC 20036
(202) 797-3000

Austria
2343 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4474

Bahamas, Commonwealth of the
600 New Hampshire Ave. NW, Suite 865
Washington, DC 20037
(202) 944-3390

Bahrain, The State of
3502 International Drive NW
Washington, DC 20008
(202) 342-0741

Bangladesh, People's Republic of
2201 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-8372

Barbados
2144 Wyoming Avenue NW
Washington, DC 20008
(202) 939-9200

Belgium
3330 Garfield Street NW
Washington, DC 20008
(202) 333-6900

Belize
1575 I Street NW
Washington, DC 20005
(202) 289-1416

Benin, People's Republic of
2737 Cathedral Avenue NW
Washington, DC 20008
(202) 232-6656

Bolivia
3014 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-4410

Botswana, Republic of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-4990

Brazil
3006 Massachusetts Avenue NW
Washington, DC 20008
(202) 745-2700

Brunei
2600 Virginia Avenue NW
Washington, DC 20037
(202) 342-0159

Bulgaria, People's Republic of
1621 22nd Street NW
Washington, DC 20008
(202) 387-7969

Burkina-Faso (formerly Upper Volta)
2340 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-5577

Burma, Socialist Rep. of the Union of
2300 S Street NW
Washington, DC 20008
(202) 332-9044

Burundi, Republic of
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 342-2574

Cameroon, United Republic of
2349 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-8790

Canada
1746 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1400

Cape Verde, Republic of
3415 Massachusetts Avenue NW
Washington, DC 20007
(202) 965-6820

Central African Republic
1618 22nd Street NW
Washington, DC 20008
(202) 483-7800

Chad, Republic of
2002 R Street NW
Washington, DC 20009
(202) 462-4009

Chile
1732 Massachusetts Avenue NW
Washington, DC 20036
(202) 785-1746

China, People's Republic of
2300 Connecticut Avenue NW
Washington, DC 20008
(202) 328-2500

Colombia
2118 Leroy Place NW
Washington, DC 20008
(202) 387-8338

Congo, People's Republic of the
4891 Colorado Avenue NW
Washington, DC 20011
(202) 726-5500

Costa Rica
1825 Connecticut Avenue NW
Washington, DC 20009
(202) 234-2945

Cyprus, Republic of
2211 R Street NW
Washington, DC 20008
(202) 462-5772

Czechoslovak Socialist Republic
3900 Linnean Avenue NW
Washington, DC 20008
(202) 363-6315

Denmark
3200 Whitehaven Street NW
Washington, DC 20008
(202) 234-4300

Djibouti, Republic of
866 United Nations Plaza, Suite 4011
New York, NY 10017
(212) 234-4300

Dominica, Commonwealth of
1629 K Street NW
Washington, DC 20006
(202) 467-5933

Dominican Republic
1715 22nd Street NW
Washington, DC 20008
(202) 332-6280

Ecuador
2535 15th Street NW
Washington, DC 20009
(202) 234-7200

Egypt, Arab Republic of
2310 Decatur Place NW
Washington, DC 20008
(202) 232-5400

El Salvador
2308 California Avenue NW
Washington, DC 20008
(202) 265-3480

Equatorial Guinea
801 2nd Avenue, Suite 1043
New York, NY 10017
(212) 599-1523

Ethiopia
2134 Kalorama Road NW
Washington, DC 20008
(202) 234-2281

Fiji
2233 Wisconsin Avenue NW
Washington, DC 20007
(202) 337-8320

Finland
3216 New Mexico Avenue NW
Washington, DC 20016
(202) 363-2430

France
4101 Reservoir Road NW
Washington, DC 20007
(202) 944-6000

Gabon
2034 20th Street NW
Washington, DC 20009
(202) 797-1000

German Democratic Republic
1717 Massachusetts Avenue NW
Washington, DC 20036
(202) 232-3134

Germany, Federal Republic of
4645 Reservoir Road NW
Washington, DC 20007
(202) 298-4000

Ghana
2460 16th Street NW
Washington, DC 20009
(202) 462-0761

Greece
2221 Massachusetts Avenue NW
Washington, DC 20008
(202) 667-3168

Grenada
1701 New Hampshire Avenue NW
Washington, DC 20009
(202) 265-2561

Guatemala
2220 R Street NW
Washington, DC 20008
(202) 745-4952

Guinea, Republic of
2112 Leroy Place NW
Washington, DC 20008
(202) 483-9420

Guinea-Bissau, Republic of
211 East 43rd Street, Suite 604
New York, NY 10017
(212) 661-3977

Guyana
2490 Tracy Place NW
Washington, DC 20003
(202) 265-6900

Haiti
2311 Massachusetts Avenue NW
Washington, DC 20008
(202) 332-4090

Holy See
3339 Massachusetts Avenue NW
Washington, DC 20008
(202) 333-7121

Honduras
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 966-7700

Hungarian People's Republic
3910 Shoemaker Street NW
Washington, DC 20008
(202) 362-6730

Iceland
2022 Connecticut Avenue NW
Washington, DC 20008
(202) 265-6653

India
2107 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-7000

Indonesia, Republic of
2020 Massachusetts Avenue NW
Washington, DC 20036
(202) 775-5200

Iraq
1801 P Street NW
Washington, DC 20036
(202) 483-7500

Ireland
2234 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-3939

Israel
3514 International Drive NW
Washington, DC 20008
(202) 364-5500

Italy
1601 Fuller Street NW
Washington, DC 20009
(202) 328-5500

Ivory Coast, Republic of
2424 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-2400

Jamaica
1850 K Street NW
Washington, DC 20006
(202) 452-0660

Japan
2520 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-2266

Jordan, Hashemite Kingdom of
3504 International Drive NW
Washington, DC 20008
(202) 966-2664

Kenya
2249 R Street NW
Washington, DC 20008
(202) 387-6101

Korea, Republic of
2320 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-5600

Kuwait, State of
2940 Tilden Street NW
Washington, DC 20008
(202) 966-0702

Lao People's Democratic Republic
2222 S Street NW
Washington, DC 20008
(202) 332-6416

Lebanon
2560 28th Street NW
Washington, DC 20008
(202) 939-6300

Lesotho, Kingdom of
1601 Connecticut Avenue NW
Washington, DC 20009
(202) 462-4190

Liberia, Republic of
5201 16th Street NW
Washington, DC 20011
(202) 723-0437

Luxembourg
2200 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-4171

Madagascar, Democratic Republic of
2374 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-5525

Malawi
1400 20th Street NW
Washington, DC 20008
(202) 223-4814

Malaysia
2401 Massachusetts Avenue NW
Washington, DC 20008
(202) 328-2700

Mali, Republic of
2130 R Street NW
Washington, DC 20008
(202) 332-2249

Malta

2017 Connecticut Avenue NW
Washington, DC 20008
(202) 462-3611

Mauritania, Islamic Republic of

2129 Leroy Place NW
Washington, DC 20008
(202) 232-5700

Mauritius

4301 Connecticut Avenue NW
Washington, DC 20008
(202) 244-1491

Mexico

2829 16th Street NW
Washington, DC 20009
(202) 234-6000

Morocco

1601 21st Street NW
Washington, DC 20009
(202) 462-7979

Mozambique, People's Republic of

1990 M Street NW
Washington, DC 20037
(202) 293-7146

Nepal

2131 Leroy Place NW
Washington, DC 20008
(202) 667-4550

Netherlands, The

4200 Linnean Avenue NW
Washington, DC 20008
(202) 244-5304

New Zealand

37 Observatory Circle NW
Washington, DC 20008
(202) 387-4371

Nicaragua

1627 New Hampshire Avenue NW
Washington, DC 20009
(202) 332-1643

Niger, Republic of

2204 R Street NW
Washington, DC 20008
(202) 483-4224

Nigeria

2201 M Street NW
Washington, DC 20037
(202) 822-1500

Norway

2720 34th Street NW
Washington, DC 20008
(202) 333-6000

Oman, Sultanate of

2342 Massachusetts Avenue NW
Washington, DC 20008
(202) 387-1980

Pakistan

2315 Massachusetts Avenue NW
Washington, DC 20008
(202) 939-6200

Panama

2862 McGill Terrace NW
Washington, DC 20008
(202) 483-1407

Papua New Guinea

1330 Connecticut Avenue NW
Washington, DC 20036
(202) 659-0856

Paraguay

2400 Massachusetts Avenue NW
Washington, DC 20008
(202) 483-6960

Peru

1700 Massachusetts Avenue NW
Washington, DC 20036
(202) 833-9860

Philippines

1617 Massachusetts Avenue NW
Washington, DC 20036
(202) 483-1414

Polish People's Republic

2640 16th Street NW
Washington, DC 20009
(202) 234-3800

Portugal

2125 Kalorama Road NW
Washington, DC 20008
(202) 328-8610

Qatar, State of
600 New Hampshire Ave. NW, Suite 1180
Washington, DC 20037
(202) 388-0111

Romania, Socialist Republic of
1607 23rd Street NW
Washington, DC 20008
(202) 232-4747

Rwanda, Republic of
1714 New Hampshire Avenue NW
Washington, DC 20009
(202) 232-2882

Saint Christopher and Nevis
2501 M Street NW
Washington, DC 20037
(202) 833-3550

Saint Lucia
2100 M Street NW
Washington, DC 20037
(202) 463-7378

Saudi Arabia
601 New Hampshire Avenue NW
Washington, DC 20037
(202) 342-3800

Senegal, Republic of
2112 Wyoming Avenue NW
Washington, DC 20008
(202) 234-0540

Seychelles, Republic of
820 2nd Avenue, Suite 203
New York, NY 10017
(212) 687-9766

Sierra Leone
1701 19th Street NW
Washington, DC 20009
(202) 939-9261

Singapore, Republic of
1824 R Street NW
Washington, DC 20009
(202) 667-7555

Somali Democratic Republic
600 New Hampshire Ave. NW, Suite 710
Washington, DC 20037
(202) 342-1575

South Africa
3051 Massachusetts Avenue NW
Washington, DC 20008
(202) 232-4400

Spain
2700 15th Street NW
Washington, DC 20009
(202) 265-0190

Sri Lanka, Dem. Socialist Rep. of
2148 Wyoming Avenue NW
Washington, DC 20008
(202) 483-4025

Sudan, Republic of the
2210 Massachusetts Avenue NW
Washington, DC 20008
(202) 338-8565

Suriname, Republic of
2600 Virginia Avenue NW
Washington, DC 20037
(202) 338-6980

Swaziland, Kingdom of
4301 Connecticut Avenue NW
Washington, DC 20008
(202) 362-6683

Sweden
600 New Hampshire Ave., Suite 1200
Washington, DC 20037
(202) 944-5600

Switzerland
2900 Cathedral Avenue NW
Washington, DC 20008
(202) 745-7900

Syrian Arab Republic
2215 Wyoming Avenue NW
Washington, DC 20008
(202) 232-6313

Tanzania, United Republic of
2139 R Street NW
Washington, DC 20008
(202) 939-6125

Thailand
2300 Kalorama Road NW
Washington, DC 20008
(202) 483-7200

Togo, Republic of
2208 Massachusetts Avenue NW
Washington, DC 20008
(202) 234-4212

Trinidad and Tobago
1708 Massachusetts Avenue NW
Washington, DC 20036
(202) 467-6490

Tunisia
1515 Massachusetts Avenue NW
Washington, DC 20005
(202) 862-1850

Turkey, Republic of
1606 23rd Street NW
Washington, DC 20008
(202) 387-3200

Uganda, Republic of
1606 23rd Street NW
Washington, DC 20011
(202) 726-7100

Union of Soviet Socialist Republics
1125 16th Street NW
Washington, DC 20036
(202) 628-7551

United Arab Emirates
600 New Hampshire Ave. NW, Suite 740
Washington, DC 20037
(202) 338-6500

United Kingdom of Great Britain
and Northern Ireland
3100 Massachusetts Avenue NW
Washington, DC 20008
(202) 462-1340

Uruguay
1918 F Street NW
Washington, DC 20006
(202) 331-1313

Venezuela
2445 Massachusetts Avenue NW
Washington, DC 20008
(202) 797-3800

Western Samoa, Independent State of
820 2nd Avenue
New York, NY 10017
(212) 599-6196

Yemen Arab Republic
600 New Hampshire Ave., Suite 800
Washington, DC 20037
(202) 965-4760

Yugoslavia, Socialist Fed. Rep. of
2410 California Street NW
Washington, DC 20008
(202) 462-6566

Zaire, Republic of
1800 New Hampshire Avenue NW
Washington, DC 20009
(202) 234-7960

Zambia, Republic of
2419 Massachusetts Avenue NW
Washington, DC 20008
(202) 265-9717

Zimbabwe
2852 McGill Terrace NW
Washington, DC 20008
(202) 332-7100

BANKS WITH INTERNATIONAL DEPARTMENTS

Banks with international departments provide a variety of services. These may include: credit information on foreign firms and overseas agents, arranging letters of credit, collection of foreign invoices, drafts and letters of credit, transfer of funds to other countries, currency exchange, and export financing, as well as information and advice on exporting, such as export regulations and potential foreign markets and representatives.

Banks are listed by metropolitan area.

Norfolk

Sovran Bank, N.A.
One Commercial Place
Norfolk, VA 23510
(804) 441-4444

Richmond

Bank of Virginia
7 North 8th Street
Richmond, VA 23219
(804) 771-7835

Central Fidelity Bank
Third at Broad Street
Richmond, VA 23261
(804) 782-4231

Signet Bank
P.O. Box 25339
Richmond, VA 23260
(804) 771-7820

Sovran Bank, N.A.
12th and Main Street
Richmond, VA 23264
(804) 788-2120

United Virginia Bank
P.O. Box 26665
Richmond, VA 23261
(804) 782-7495

Roanoke

Dominion Bank
P.O. Box 13327
Roanoke, VA 24040
(703) 563-7852

Washington, DC Area (Northern Virginia)

Central Fidelity Bank
8117 Leesburg Pike
Vienna, VA 22180
(703) 323-4400

First American Bank of Virginia
1970 Chain Bridge Road
McLean, VA 22102
(703) 821-7777

First Virginia Bank
6100 Arlington Blvd.
Falls Church, VA 22046
(703) 241-4831

Maryland National Bank
2070 Chain Bridge Road, Suite 105
Tysons Corner, VA 22180
(703) 448-9801

Sovran Bank, N.A.
Arlington Main
3401 Columbia Pike
Arlington, VA 22204
(703) 892-3708

Sovran Bank, N.A.
Glebe Road Branch
801 N. Glebe Road
Arlington, VA 22203
(703) 276-4108

Sovran Bank, N.A.
West Park Office
8300 Greensboro Drive, Suite 630
McLean, VA 22102
(703) 276-4363

United Virginia Bank
1000 Wilson Blvd.
Arlington, VA 22209
(703) 838-3025

EXPORT MANAGEMENT COMPANIES/ EXPORT TRADING COMPANIES

An export management company (EMC) serves as an export sales intermediary and representative for one or more manufacturers. An EMC usually assumes responsibility for locating foreign buyers, promoting the product and making export sales, documentation, and shipping the product overseas. Some EMCs may also arrange export financing. EMCs often specialize by product line, foreign market, or both. Where available, this information is provided below.

An export trading company (ETC) offers services similar to an EMC. ETCs often purchase a product outright, taking title and then reselling the product overseas.

Firms are listed by metropolitan area.

Danville

Frederick Trading Co.
201 Patton Street
Danville, VA 24541
(804) 793-1135

Veterinary medicines, textile machinery, industrial chemicals, wood chips.

Front Royal

Deevan Industrial Corp.
1400 N. Shenandoah Avenue
Front Royal, VA 22630-3638
(703) 635-2900
Telex: 82-5097 DEEVANUF

Frozen meat & poultry.
Areas: Far East, Middle East

Norfolk

Eagle Import and Export
One Koger Executive Center, Suite 200
Norfolk, VA 23502
(804) 435-9431

Agricultural & industrial organic chemicals, industrial machinery, food processing equipment, process control instrumentation, seafood.

TIEMCO
1112 Water Street
Norfolk, VA 23514
(804) 625-4844

VEXTRAC - Virginia Export Trade Co.
600 World Trade Center
Norfolk, VA 23510
(804) 623-8000

Richmond

American Marketing Services,
Inc. - International
3601 Maryland Court
Richmond, VA 23220
(804) 747-8855

American Overseas Industries Corp.
P.O. Box H
Sandstone, VA 23150
(804) 222-7434
Telex: 82-7454
Cable: AMEROSEAS RCH

Auto Electric Parts Co.
1639 W. Broad Street
Richmond, VA 23220
(804) 358-2372
Telex: 51-1464 AEPCO RCH UD

Automotive Exporters
13200 Jefferson Davis Highway
Richmond, VA 23237
(804) 758-0208

Commonwealth Exporters
P.O. Box 363
Prince George, VA 23875
(804) 541-8889

Export Finance, Inc.
P.O. Box 29083
Richmond, VA 23229
(804) 254-4969

Export International Corp.
P.O. Box 29648
Richmond, VA 23229
(804) 740-7055
Telex: 82-8311

Export Sales, Inc.
P.O. Box 29083
Richmond, VA 23229
(804) 438-5100
Telex: 82-7365

Jadex Co.
2021 Westover Hills Blvd.
Richmond, VA 23225
(804) 232-1959

Automotive parts.

Blast furnaces, steel works,
sawmill products, meat products,
ophthalmic & optical lens blanks.

Washington, DC Area (Northern Virginia)

Aeromaritime, Inc.
6733 Curran St.
McLean, VA 22101
(703) 734-4830
Telex: 24-8508 ACOR UR

Aim Enterprises, Inc.
8450 East Tyco Road
Vienna, VA 22180
(703) 556-0940
Telex: 90-1951

Alexandria Trade Group
P.O. Box 9008
Alexandria, VA 22312
(703) 941-4233

American Products International Inc.
1169 Chain Bridge Road
McLean, VA 22101
(703) 790-0682

American Traders Group, Inc.
4203 American Drive
Annandale, VA 22003
(703) 256-2386

Arab American Trading Co.
618 N. Washington Street
Alexandria, VA 22314
(703) 548-8833

Asian American Trading Co.
618 N. Washington Street
Alexandria, VA 22314
(703) 548-8833

Atlantic Export
2822 Juniper Street
Fairfax, VA 22031
(703) 573-8383

Bon Tech Corp.
8200 Greensboro Drive, Suite 1111
McLean, Virginia 22101
(703) 448-9770
Telex: 90-1777 BON TECH USA

Food products machinery &
equipment, food products,
electrical motors & generators,
pharmaceuticals, petroleum refining
equipment, petroleum & coal
products, toys & games.

Communications & sounding
equipment, oil spill skimmers.

Major appliances.

Construction and agricultural
machinery, spare parts, equipment,
chemicals.
Areas: Middle East, Africa, South
America, Far East.

Combyte, Inc.
4810 Beauregard Street
Alexandria, VA 22312
(703) 750-2443
Telex: 24-8760 CO7B UR

Commercial & Industrial Trading Co.
6521 Arlington Blvd.
Falls Church, VA 22042
(703) 241-8463
Telex: 90-3049 CINTRA FSCH

ECI Equipment International, Ltd.
One Export Drive
Sterling, VA 22170
(703) 450-5400

Embassy Export Appliance and Housewares
5810 Seminary Road, Suite 300
Falls Church, VA 22041
(703) 379-6100
Telex: 89-9179 ARYA USA

Exporttran International Corp.
8357-A Greensboro Drive
McLean, VA 22102
(703) 821-6960
TWX: 710-833-0307

Export Monitor
1622 Kenwood Avenue
Alexandria, VA 22206
(703) 931-8567

Falcon Exports, Inc.
1925 North Lynn Street
Arlington, VA 22209
(703) 243-7500
Telex: 70-4127

Far East Trading Co., Inc.
10875 Main Street
Fairfax, VA 22030
(703) 591-0993

Forbes & Co.
618 North Washington Street
Alexandria, VA 22314
(703) 548-8833
Telex: 89-9185

Optical scanning devices,
industrial control equipment,
modems, digital multiplexors.

Farm machinery & equipment,
automotive parts & accessories,
photographic equipment & supplies,
electrical industrial apparatus,
engineering & scientific
instruments, cutlery, hand tools &
hardware, metalworking machinery.

Gallipoli International Ltd.
7206 Bayside Court
McLean, VA 22101
(703) 442-7956

Gateway International Sales, Ltd.
P.O. Box 17253
Dulles International Airport
Washington, DC 20041 (Chantilly, VA)
(703) 471-4020
Telex: 24-8308 (GATEWAY UR)

Hanseatic Trading Co.
5910 Otley Drive
Alexandria, VA 22310
(703) 960-6111
Telex: 49-97742

International Industrial Representatives, Inc.
1403 Ingeborg Court
McLean, VA 22101
(703) 893-7784

J.K. Distributors, Inc.
3437 S. Carlyn Springs Road
Baileys Crossroad, VA 22041
(703) 845-7020

Jenkins Export-Import
5215 Portsmouth Road
Fairfax, VA 22032
(703) 385-8321

M. International Export (MINTEX)
2201 Wilson Blvd.
Arlington, VA 22201
(703) 243-0200
Telex: 64-112 MINTEX

MIC, Inc. Global Marketing
8300 Greensboro Drive
McLean, VA 22102
(703) 448-8200
Telex: 82-4430 MIC MCLN

Marketing Services International Inc.
6861 Elm Street
P.O. Box 387
McLean, VA 22101
(703) 356-2214
Telex: 44-0433 MARK UI

**Medical Consultants International,
Inc.**

1300 N. 17th Street
Arlington, VA 22209
(703) 522-8777

Mega Co.

1311A Dolley Madison Blvd., Suite 3C
McLean, VA 22101
(703) 827-0207

Milford International, Inc.

1720 Westmoreland Street
McLean, VA 22101
(703) 893-8025
Telex: 84-2407

North American Export Management, Inc.

1925 North Lynn Street
Arlington, VA 22209
(703) 524-9240

Nutrex Trading Co.

1000 Wilson Blvd., Suite 900
Arlington, VA 22209
(703) 276-9397

Overseas Marketing and Development Co.

8136 Old Keene Mill Road
Springfield, VA 22151
(703) 644-0130

Redex Corp.

P.O. Box 7638
McLean, VA 22106-7638
(703) 448-8170

The Republic Group Corp. of Virginia

5801 Lee Highway
Arlington, VA 22207
(703) 533-8555
Telex: 89-2532 REPUBLIC

SYF Group, Inc.

1601 North Kent Street, Suite 1008
Arlington, VA 22209
(703) 276-9293
Telex: ITT 49-93142 SYFGRP

The Samaha Corp.

8300 Greensboro Drive, Suite 670
McLean, VA 22101
(703) 556-9455
Telex: 44-0561 SAMAHA

Hospital equipment & supplies.

Furniture, electrical lighting
equipment, air conditioning
equipment & parts.

Shenandoah Commercial Services
800 Follin Lane
Vienna, VA 22180
(703) 281-7920

Smit-Macklin Trading Co.
1522 King Street
Alexandria, VA 22314
(703) 644-0130

South American Trading Co.
618 North Washington Street
P.O. Box A
Alexandria, VA 22313
(703) 548-8833
Telex: 89-9185
Cable: EXIMCO

Tir Trade
5810 Seminary Road, Suite 500
Falls Church, VA 22041
(703) 998-5700
Telex: 89-9179 ARYA USA

Trade Development International, Inc.
P.O. Box 19079
Alexandria, VA 22320
(703) 920-0564

Tradeco International
2305 Wilson Blvd.
Arlington, VA 22201
(703) 522-6445

Tradeways, Ltd.
307-F Maple Avenue West
Vienna, VA 22180
(703) 281-5482

Transtech Services, USA
P.O. Box 21003
Alexandria, VA 22320-2003
(703) 548-8543
Telex: 12-7097 TONYK/TRANSTECH

Trident Trade Services Corp.
1522 King Street
P.O. Box 20002
Alexandria, VA 22320
(703) 548-1779
Telex: 29-2016 ACTW UR

World wide agents, specialists
in Caribbean Basin, Central
American markets

Water supply & sewage systems,
pipes & fittings, industrial
machinery.

Food processing equipment,
electronic components, radiation
detection equipment, defense-
related equipment.
Areas: Europe, Far East, Middle East

United Trading and Shipping
5881 Leesburg Pike
Falls Church, VA 22041
(703) 370-8855

Viet My Corp.
1007 St. Stephens Road
Alexandria, VA 22304
(703) 370-2234
TWX: 710-832-30611 VIET MY ALE

WJS International
6731 Curran Street
McLean, VA 22101
(703) 448-0600
Telex: 64-750 WJSX UW

World Trade Associates, Inc.
800 North Taylor Street, Suite 200
Arlington, VA 22203
(703) 247-3250

Automotive parts & accessories,
aircraft engines, parts &
accessories, military tanks, parts
& ordnance, scientific instruments.

INTERNATIONAL TRADE CONSULTANTS

International trade consultants provide numerous services to assist a manufacturer with exporting. Trade consultants can provide information on domestic and foreign trade regulations, and can assess overseas commercial and political risk. They may also provide information on foreign markets, conduct feasibility studies, help establish overseas contacts, and assist in product promotion. Large law firms and specialized marketing firms may also provide international trade consulting services. International accounting firms, besides providing services for international accounting and taxation, may offer other international consulting services as well.

Trade consultants often specialize by product category and/or geographical area. Where available, this information is provided below. Firms are listed by metropolitan area.

Charlottesville

Mentor International, Inc.
1340 Wendover Drive
Charlottesville, VA 22901
(804) 295-4143

Norfolk

International Data Bank, Ltd.
11832 Bunker Blvd., Suite B
Newport News, VA 23606
(804) 873-1499

Worldwide Trade & Development Corp.
505 World Trade Center
Norfolk, VA 23510
(804) 622-8040

Fish & seafood, cane sugar, fruits
& nuts, pharmaceuticals, industrial
chemicals, tobacco.

Richmond

Arthur Andersen & Co.
701 E. Franklin Street
Richmond, VA 23219
(804) 649-0011

International accounting.

Coopers & Lybrand
701 E. Franklin Street
Richmond, VA 23219
(804) 643-0234

International accounting.

Dun & Bradstreet
4915 Radford Avenue
Richmond, VA 23230
(804) 282-8181

Ernst & Whinney
901 E. Cary Street
Richmond, VA 23219
(804) 780-0010

Moore and Associates
2317 W. Broad Street
Richmond, VA 23220
(804) 238-1970

Peat Marwick Main & Co.
1021 E. Cary Street
Richmond, VA 23219
(804) 649-9091

Price Waterhouse
919 E. Main Street
Richmond, VA 23219
(804) 648-9281

Arthur Young & Co.
1 James Center
Richmond, VA
(804) 775-4400

Washington, DC Area (Northern Virginia)

Airschott
P.O. Box 17373
Dulles International Airport
Washington, DC (Chantilly, VA) 20041
(703) 471-7444

American Technical Communications
4950-A Eisenhower Avenue
Alexandria, VA 22304
(703) 751-4643

Arthur Andersen & Co.
8251 Greensboro Drive
McLean, VA 22102
(703) 734-7300

Averroes, Inc.
6825 Redmond Drive
McLean, VA 22101
(703) 356-4077

International credit reporting.

International accounting, taxation
& business management.

International accounting, taxation
& business management.

International accounting.

International accounting.

Transportation consultants.

Electrical industrial apparatus,
communications equipment,
electronic components &
accessories.

International accounting, taxation
& management.

Copan, Inc.
10221 Province Town Court
Fairfax, VA 22030
(703) 425-5333

The Drake Group
226 West Glebe Road
Alexandria, VA 22305
(703) 549-4603

Export Dataline
1621 Brookside Road
McLean, VA 22101
(703) 237-5515

Guiball International, Inc.
1742 Abbey Oak Drive
Vienna, VA 22180
(703) 281-1200

International Advantage, Inc.
8375 Leesburg Pike, Suite 133
Vienna, VA 22180
(703) 941-1433

International Consulting Group, Inc.
1016 S. Wayne Street, Terrace 09
Arlington, VA 22204
(703) 920-8882

International Marketing Consultants
1101 King Street, Suite 501
Alexandria, VA 22314
(703) 838-5505

JGW International Ltd.
10521 Rosehaven Street, Suite 202
Fairfax, VA 22030
(703) 352-3400

Johnsen Associates
1222 Stoneham Court
McLean, VA 22101
(703) 790-1086

Management Logistics International, Ltd.
1401 Wilson Blvd.
Arlington, VA 22209
(703) 522-4550

Multinational Marketing Associates
2225 Double Eagle Court
Reston, VA 22090
(703) 860-4145

Sanitation products,
agriculture, environmental
monitoring equipment, aircraft
parts.

Area: Worldwide

Peat Marwick Main & Co.
8150 Leesburg Pike
Vienna, VA 22180
(202) 442-0030

International accounting, taxation
& management.

RCS Associates
7731 Taubmont Road
Alexandria, VA 22308
(703) 768-1697

RP Associates, Inc.
4832 16th Road North
Arlington, VA 22207
(703) 527-7724

Tico, Inc.
2004 Lorraine Ave.
McLean, VA 22101
(703) 532-5326

Herbert A. Tierney Associates
6521 Arlington Blvd.
Falls Church, VA 22042
(703) 237-0433

Tradeways, Ltd.
307 F Maple Avenue
Vienna, VA 22180
(703) 281-5482

Trident Trade Service Corp.
1522 King Street
Alexandria, VA 22314
(703) 548-1778

Paula Unrich
1200 North Nash, Suite 225
Arlington, VA 22209
(703) 522-7684

WJS, Inc.
6731 Curran Street
McLean, VA 22101
(703) 448-0600

LEGAL CONSULTANTS -- LAW FIRMS WITH INTERNATIONAL DEPARTMENTS

Services offered by law firms with international departments include: advice on international law, licensing, technology transfer, intellectual property rights, legal aspects on foreign agents and distributors, import and export regulations, assistance with financial transactions, and assistance with joint ventures and foreign investment, as well as general consulting on overseas business transactions and operations.

Norfolk

Seawell, Dalton, Hughes & Timms
900 Wainwright Building
Norfolk, VA 23510
(703) 622-5341

Richmond

Coates & Davenport
200 W. Franklin Street
Richmond, VA 23220
(804) 643-6621

Hunton & Williams
707 E. Main Street
P.O. Box 1535
Richmond, VA 23212
(804) 788-8200

Washington, DC Area (Northern Virginia)

Philip Schwartz
6950 N. Fairfax Drive
Arlington, VA 22213
(703) 532-9300

CUSTOM HOUSE BROKERS AND INTERNATIONAL FREIGHT FORWARDERS

Custom house brokers clear goods through customs. They are licensed and regulated by the Treasury Department. Custom house brokers deal with imports into the United States.

An international freight forwarder performs a variety of services to assist the export of goods. A freight forwarder may handle export packing, obtain insurance for shipments or write it themselves, prepare collection and shipping documents, book cargo space, oversee loading of the goods, and see the goods through customs at their destination. A freight forwarder can also provide information and advice on U.S. export regulations, shipping methods, and foreign import regulations.

Many international freight forwarders also serve as custom house brokers. Where this information has been provided, it is indicated below (*). Firms are listed by metropolitan area.

Norfolk

Alltransport, Inc. (*)
201 E. City Hall Avenue
Norfolk, VA 23510
(804) 625-2375

Ambrosia Shipping Co.
2000 Seaboard Avenue
Portsmouth, VA 23707
(804) 423-7555

American Overseas Transport Corp.
(804) 461-3330

Behring International, Inc.
7737 Hampton Blvd.
Norfolk, VA 23507
(804) 423-7555

Bemo Shipping Co., Inc. (*)
708 First & Merchants National
Bank Bldg.
Norfolk, VA 23514
(804) 625-0526

Black & Geddes, Inc.
805 First & Merchants National
Bank Bldg.
Norfolk, VA 23514
(804) 623-6766

W.J. Browning Co., Inc.
127 Bank Street
Norfolk, VA 23510
(804) 622-3321

Cavalier Shipping Co., Inc. (*)
147 Granby Street
P.O. Box 1138
Norfolk, VA 23501
(804) 857-8000
TWX: 710-881-1120
Telex: 28-4229 RCA
Cable: CAVAL
Fax: 804-857-8005

Cobal International, Inc.
706 Board of Trade Bldg.
Norfolk, VA 23510
(804) 625-5307

Coleman International, Inc.
100 W. Plume Street
Norfolk, VA 23510
(804) 623-2322
Telex: 49-44427 COLINT
Fax: 804-623-9252

John S. Connor, Inc. (*)
P.O. Box 3910
Norfolk, VA 23514
(804) 627-3910

Danzas Alltransport
(804) 625-2375

Martin E. Day
P.O. Box 3243
Norfolk, VA 23514
(804) 625-3305

Dominion Export, Inc.
1128 Maritime Tower
Norfolk, VA 23510
(804) 625-3305

Eastern Export Co.
109 E. Main Street, Suite 300-A
Norfolk, VA 23510
(804) 622-9254

Export International
P.O. Box 62605
Virginia Beach, VA 23456
(804) 463-0751

Fred P. Gaskell Co., Inc. (*)
P.O. Box 3157
Norfolk, VA 23514
(804) 622-4371
Telex: 82-3621
Cable: GASKELL

Gen-Trans International, Inc.
P.O. Box 3564
Norfolk, VA 23514
(804) 622-4591

Harper Robinson and Co., Inc.
1602 First Virginia Bank Tower
Norfolk, VA 23514
(804) 622-3373

Hasler & Co.
1428 Maritime Tower
Norfolk, VA 23510
(804) 625-3641

The Hipage Co., Inc. (*)
227 E. Plume Street
P.O. Box 3158
Norfolk, VA 23514
(804) 446-1500
TWX: 710-881-1175
Cable: HAGE
Fax: 804-446-1516
Airport Office:
Norfolk International Airport
P.O. Box 3237
Norfolk, VA 23514
(804) 855-3046
Branch Office:
P.O. Box 84
Newport News, VA 23607
(804) 244-4311

Kuehne & Nagel, Inc.
300 E. Main Street
Norfolk, VA 23510
(804) 623-7800

L.M. Lewis
501 Citizens Office Bldg.
Norfolk, VA 23510
(804) 622-7800

Marine Forwarding Co., Inc.
Board of Trade Bldg., Suite 707
Norfolk, VA 23510
(804) 625-5738

F.W. Myers (Atlantic) & Co., Inc.
109 E. Main Street
Norfolk, VA 23510
(804) 627-7425

Mid-Atlantic Shipping Co.
P.O. Box 3276
Norfolk, VA 23514
(804) 625-7620

Norton & Ellis, Inc. (*)
2730 Ellsmere Avenue
Norfolk, VA 23513
(804) 853-7141
TWX: 710-881-1156
Cable: NORELLIS

Wilfred Schade & Co., Inc. (*)

P.O. Box 9148
Briarfield Station
Hampton, VA 23670
(804) 827-9546
Cable: KETTZ
Branch Office:
2 Commercial Place
Norfolk, VA 23510
(804) 853-6466

Schenkers International Forwarders,
Inc. (*)

First & Merchants Bank Bldg.
Norfolk, VA 23514
(804) 622-4375

Seamodal Transport Corp.
2 Commercial Place
Norfolk, VA 23510
(804) 625-1928

Shippers Service Co.
P.O. Box 5805
Norfolk, VA 23516
(804) 855-2081

W.O. Smith & Co., Inc.
147 Granby Street
Norfolk, VA 23510
(804) 625-4512

Southern Overseas Corp. (*)
215 E. Plume Street
Norfolk, VA 23523
(804) 424-6560

W.M. Stone & Co., Inc. (*)
109 E. Main Street, Suite 508
P.O. Box 3160
Norfolk, VA 23514
(804) 622-3293
TWX: 710-881-1179
Fax: 804-624-9114

Thru Container International, Inc.
P.O. Box 14447
Norfolk, VA 23518
(804) 460-5673

Universal Transcontinental Corp. (*)
P.O. Box 3809
Norfolk, VA 23514
(804) 622-1919

E.L. Vanderberry Co., Inc. (*)

P.O. Box 3295
Norfolk, VA 23514
(804) 622-1566
TWX: 710-881-1145
Fax: 804-623-3541

Virginia Ship Agency
141 Maritime Tower
Norfolk, VA 23510
(804) 625-7555

P.J. Whelan
P.O. Box 1740
Norfolk, VA 23501
(804) 855-5545

Wilson's American Co., Inc. (*)
109 E. Main Street
Norfolk, VA 23510
(804) 627-6466

Richmond

Air Express International
Richmond, VA
(804) 222-9441

DHL Worldwide Express
2114 Tomlyn Street
Richmond, VA 23230
(804) 353-2277

Gary G. Flower (*)
5300 Federal Road
P.O. Box 815
Mechanicsville, VA 23111
(804) 756-9500

The Hipage Co., Inc. (*)
P.O. Box 12052
Richmond, VA 23241
(804) 648-6369

Leschaco, Inc. (*)
5711 S. Laburnum Avenue
Richmond, VA 23231
(804) 222-1406

Parker International Co.
1825 E. Main Street
Richmond, VA 23223
(804) 783-8744

Schenkers International Forwarders,
Inc. (*)
3901 Castlewood Road
Richmond, VA 23220
(804) 271-1289

Washington, DC Area
(Northern Virginia)

A-1 Packing & Transport Co., Inc.
7958 Cameron Brown Court
Springfield, VA 22151
(703) 569-5310

AFI World Wide Forwarders
1925 N. Lynn Street
Arlington, VA 22209
(703) 925-5668

Aeromar International Ltd. (*)
P.O. Box 17090
Dulles International Airport
Washington, DC 20041
(703) 471-7034
Telex: 15-0173
Fax: 703-661-8982

Air Cargo Service
Dulles International Airport
Washington, DC 22041
(703) 243-3901

Airschott/Seaschott/Aces (*)
Dulles International Airport
Washington, DC 20041
(703) 471-7444

American International Services,
Inc.
P.O. Box 7821
Arlington, VA 22207
(703) 533-2999

Arya Express Shipping Co.
5810 Seminary Road
Dept. 86
Falls Church, VA 22041
(703) 845-0800

Associated Shipping Agencies, Inc.
1911 N. Fort Myer Drive
Arlington, VA 22209
(703) 525-3399

Atlantic Export
2822 Juniper Street
Fairfax, VA 22031
(703) 573-8383

Bailey Customhouse Brokers &
International Freight
Forwarders, Inc. (*)
Dulles International Airport
Washington, DC 20041
(703) 471-0444

Bittner Shipping, Inc.
13958 Park Center Road
Herndon, VA 22071
(703) 471-0150

Bor-Air Freight Co., Inc.
4142 S. Four Mile Run Drive
Arlington, VA 22206
(703) 892-6655

Cardinal Forwarding, Inc.
950 South Pickett Street
Alexandria, VA 22304
(703) 751-8300

Chantilly Freight Corp.
Air Cargo Building 2
Dulles International Airport
Washington, DC 20041
(703) 471-7349

John S. Connor, Inc. (*)
P.O. Box 17182
Dulles International Airport
Washington, DC 20041
(703) 471-4750
Telex: 90-1873

Cosimano G. Inc. (*)
P.O. Box 17092
Dulles International Airport
Washington, DC 20041
(703) 471-4750
Telex: 44-0583 COSI

DHL Worldwide Express
115 E. Reed Avenue
Alexandria, VA 22305
(703) 684-8733

Dulles International Custom House
Brokerage Corp.
Dulles International Airport
Washington, DC 20041
(703) 471-9743

Emery Custom Brokers
Hallmark Business Center
Sterling, VA 22170
(703) 471-7050

Federal Forwarding Corp.
Dulles International Airport
Washington, DC 20041
(703) 471-4576

Giant Express
3834 Mount Vernon Avenue
Alexandria, VA 22305
(703) 548-0559

The Hipage Co., Inc. (*)
P.O. Box 550
Alexandria, VA 22313
(703) 836-8300

International Export Packers, Inc.
4600 Eisenhower Avenue
Alexandria, VA 22304
(703) 370-9200

Interstate International, Inc.
5801 Rolling Road
Springfield, VA 22152
(703) 569-2121

Intertrans Corp.
14000 E. Willard Road
Chantilly, VA 22021
(703) 631-8188

JAR Freight Forwarding Co.
13843 Redskin Drive
Herndon, VA 22071
(703) 471-5704

Iaing International
P.O. Box 17144
Dulles International Airport
Washington, DC 20041
(703) 471-9279

Leonid International
Dulles International Airport
Washington, DC 20041
(703) 471-6480

Newton's Transfer & Storage
1511 N. Nelson Street
Arlington, VA 22201
(703) 526-1122

Panalpina, Inc. (*)
13892 Redskin Road
Herndon, VA 22071
(703) 471-6480

Paxton International
5300 Port Royal Road
Springfield, VA 22151
(703) 321-7600

Samuel Shapiro & Co. of DC, Inc.
P.O. Box 17073
Dulles International Airport
Washington, DC 20041
(703) 471-4505

Seaschott
Dulles International Airport
Washington, DC 20041
(703) 471-7444

Universal Bulk Systems, Inc.
1911 N. Ft. Myer Drive, Suite 703
Arlington, VA 22209
(703) 298-6100

Walford Transworld, Inc.
1911 N. Ft. Myer Drive, Suite 703
Arlington, VA 22209
(703) 524-7550
Telex: ITT 44-0648
Fax: 703-522-9417

Wall Shipping Co, Inc. (*)
P.O. Box 17145
Dulles International Airport
Washington, DC 20041
(703) 471-9393
Telex: 37-92566
Fax: 703-661-8876

World Trade Transport Corp.
22 Export Drive
Sterling, VA 22170
(703) 450-6800

EXPORT PACKING AND CRATING

The following firms offer export packing and crating. Packing for exports, especially ocean freight, requires greater care than for regular domestic shipping, as well as special markings. Export packers may also be familiar with various shipping facilities and carriers.

Norfolk

Dixie Box & Crating
1961 Diamond Springs Road
Virginia Beach, VA 23455
(804) 464-5056

Hampton Roads Packaging
1148 E. Princess Anne Road
Norfolk, VA 23507
(804) 627-6298

Washington, DC Area (Northern Virginia)

Panamovers Transfer & Storage, Inc.
4413 Wheeler Avenue
Alexandria, VA 22304
(703) 370-8000

EXPORT-RELATED INSURANCE

Insurance agencies can offer a variety of types of insurance for exporters. Generally, exporters require two different types of coverage: marine insurance and export credit insurance. The firms listed below may offer one or both types of coverage.

Marine insurance is used to insure export shipments against physical damage or loss during transit from seller to buyer.

Export credit insurance is used to insure export receivables against the failure of a foreign buyer to pay for the goods.

Norfolk

Ballard Insurance Agency
Can-Ard Building
5127 E. Virginia Beach Blvd.
Norfolk, VA 23502
(804) 461-3062

Divers, Dawley, Savage and Lassiter,
Inc.
612 E. Liberty Street
Norfolk, VA 23523
(804) 545-2459

Etheridge, Baylor, Hofheimer, Inc.
18 Koger Executive Center
Norfolk, VA 23502
(804) 461-7677

Richmond

Ramon W. Andrews Insurance Agency,
Inc.
3805 Cutshaw Avenue, Suite 101
Richmond, VA 23230
(804) 355-3017

Roanoke

Sigmon Brothers, Inc.
3021 Fleming Avenue, N.E.
Roanoke, VA 24012
(703) 563-2800

Washington, DC Area (Northern Virginia)

FSG Underwriters Ltd.
P.O. Box 3006
McLean, VA 22103-3006
(703) 821-1620

TRANSLATION SERVICES

At times it is necessary for an exporter to translate documents either from or into a foreign language. Translations may be required for such things as orders and contracts, other documents, product literature, brochures and manuals. The firms and/or individuals listed below provide professional translation services. While some may specialize in one or a few languages, many translation firms offer services for numerous languages.

Richmond

Interpreting & Translating Service
14150 Netherfield Drive
Richmond, VA
(804) 379-0067

The One-To-One School
12383-A Gayton Road
Richmond, VA 23233
(804) 741-4980

Words For Hire
Ashland, VA 23005
(804) 798-7506

Washington, DC Area (Northern Virginia)

American-Middle East Services
3610 Forest Drive
Alexandria, VA 22302
(703) 820-4488

BBC Multilingual Translations
159 Hilton Street
Alexandria, VA 22314
(703) 836-5976

Berlitz Translation Services
2070 Chain Bridge Road
Tysons Corner, VA 22103
(703) 883-0626

Caci Language Center
2425 Wilson Blvd.
Arlington, VA 22201
(703) 276-3967
(800) 634-5764

D & L Translation Associates
7011 Calamo Street
Springfield, VA 22150
(703) 569-5218

GFE Translation Co.
6807 Winter Lane
Annandale, VA 22003
(703) 354-0491

Globalink
2911 Hunter Mill Road
Vienna, VA 22180
(703) 281-5612

Glorioso Communications
6801 Whittier Avenue
McLean, VA 22101
(703) 356-4493

International Language Consultants
1011 N. Highland Street
Arlington, VA 22201
(703) 528-0819

Intertype
3436 Washington Drive
Falls Church, VA 22041
(703) 820-3645

Japanese-English Quick-Call
Precision Interpreting
6908 Brisbane Street
Springfield, VA 22152
(703) 569-3625

Languages, Inc.
6231 Leesburg Pike
Falls Church, VA 22044
(703) 241-4553

Languages Unlimited
4900 Leesburg Pike, Suite 402
Alexandria, VA 22302
(703) 671-1666

Paul D. Mitchell & Co., Inc.
3872 University Drive
Fairfax, VA 22030
(703) 352-3434

M.H. Randall Partners, Ltd.
1911 Jefferson Davis Highway
Arlington, VA 22202
(703) 979-1447

TII Translation Services
1951 Kidwell Drive
Vienna, VA 22180
(703) 790-0410

Translation Consultants, Ltd.
4706 9th Street South
Arlington, VA 22204
(703) 920-3150

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

11-11-61

CORRECTION FORM

SBA STATE AND LOCAL INTERNATIONAL TRADE RESOURCE DIRECTORY

Please complete and return this form if a firm or organization provides services to exporters and requests the addition of or a change to an organization's listing in the next edition of this directory.

ORGANIZATION NAME: _____

ADDRESS: _____

CITY: _____ STATE: _____ ZIP CODE: _____

TELEPHONE: _____ TELEX: _____ CABLE: _____

CONTACT: _____ TITLE: _____

Describe type of services which organization provides:

Additional information:

Submitted by: _____ Title: _____

Telephone: _____ Date: _____